



Leadership Emails

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Today...Choose to Be Extraordinary!

February 20 - March 13, 2025

Kevin's Leadership Emails are powerful explorations into personal development, both inside and outside of the practice.

Enjoy reviewing all this transformational, thought-provoking content.

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Watch for Circumstances

As we continue to analyze Terry Looper's "Sacred Pace," we arrive at what he dubs Step 3, which requires us to take a step back and observe what is happening in order to piece together all parts of the story. Watching for Circumstances is based on having the intention to remain in an active state of mind, seeking out connections to the answers we desire.

Looper writes...

"I define Circumstances as 'the decisions, actions, or events (typically outside of one's control) that may prove providential in a decision.' Whether the data you're considering could be classified as a fact or a Circumstance matters less than whether it's potentially important. If it's relevant, I keep it in play, so to speak; if it's not, I take it out of circulation."

"Providential timing" stands out to me the most in Looper's commentary. The spirit of this word points to being a force for good as it is defined as, "occurring at a favorable time."

Experience has taught me the importance of allowing situations to unfold before jumping to conclusions and reacting, which is what tends to make matters worse.

I correlate this to "Breaking News" that gets reported every minute of the day. I subscribe to the 48-72 hour rule, which means I take the "news" at face value and allow time to pass for the truth (details) to unfold.

There is more biased, opinionated "news" in the world today than ever before.

Patience and Discernment are critical in order to know what actually happens in any situation in life.

Looper continues...

"Whereas facts are more finite and objective, Circumstances require that we pay attention to the unfolding story. You have to let them roll out."

Imagine if you were disciplined enough to hold back on your immediate, emotional reactions to situations that occur throughout the day, both at work and home.

Have the discipline to allow time to pass (use your best judgment as to how much time to allow...some situations need more expedient attention, but not the majority). Then you can respond in a more efficient and effective way as you gather all of the details and context that come with the situation at hand.

This "pause," as I like to call it, will act as your "friend" allowing you to be more mindful of what to do or say next.

Practice "The Pause." I have been giving this advice on a regular basis for some time now.

Refrain from reacting.

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Take a step back...PAUSE.

Take a breath to release whatever emotions are swirling around inside of you.

Begin to process all that has occurred.

Develop a response (make a decision) once you believe you have yourself at a neutral state of mind (more on this step next week).

Although the above process will not guarantee the most optimal outcome, it gives you the opportunity to make a sound decision on “what’s next” rather than firing off a haphazard choice when emotions are running high.

As the saying goes, God gave you two ears and one mouth...listen twice as much as you speak and you will find yourself in more favorable circumstances and outcomes in life.

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Get Neutral

Today, we arrive at the final step in Terry Looper's (author of "Sacred Pace") approach to sound decision-making.

The intent of these recent messages has been to be the catalyst for you to analyze and create an updated version of how you process situations in life. The ultimate goal is to give yourself the best opportunity to make sound decisions that will lead to welcomed outcomes, all while being fully at peace with your choices.

We pick up at Looper's focus on getting "Neutral" in his journey to set aside emotions, biases, and opinions to gain more clarity on what the best next step is in any given situation.

"The dictionary says NEUTRAL means, among other things, to be disengaged. Temporarily disconnected from the means of forward motion. A point of inactivity, energy gone to waste.

Getting NEUTRAL, however, is not being neutral as we know it. You're not separated from your power source; you're not apathetic, indifferent, noncommittal, passive, detached, or disinterested in any way.

Rather, you're in a prime position for obtaining the true desires of your heart. Not only that, you find yourself more passionately engaged in decision-making than ever. Once you've come to this point, you're fully connected to the greatest power in the universe."

Opinions are out of the way.

Biases are set aside.

Remove yourself from the echo chambers life offers you.

Space is provided for your Discernment "muscle" to kick in.

You can breathe easier.

You are detached from outside influences.

You are clearing space for light to shine on whatever moment you find yourself in.

This light helps bring a heightened sense of clarity, which is welcomed when you are trying to see through the "fog" of what can cloud your judgment in the decision-making process.

I use the word "Light" for a specific reason. One definition of "Light" states...

"The natural agent that stimulates sight and makes things visible."

The first key word in the definition is "stimulates." I believe in seeking out sources that can be a catalyst for good. When someone or something can summon energy to create a

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pathway to a good outcome, I welcome the “nudge” to move toward what can bring me closer to good outcomes.

The second key word in the definition is “visible.” I believe far too many people make decisions too quickly, and without taking the time to clearly see the impact of the decisions they are making. This is why I fervently advocate for taking a measured pace: so you can see any situation at hand as clearly as possible...shining light expands visibility.

Friends, I want you all to stack the deck in your favor when it comes to making smart decisions in life. We are inundated with decision-making opportunities, so why not apply effort into creating a process we can count on?!

I hope this series of messages will help you build confidence in creating your future outcomes in life.

Let's all go out and create our own “Scared Pace” in life!

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The Blame Game

As we transition into a new series, I wanted to pause for a moment in order to reflect on the wisdom from a Chinese proverb. This message is beneficial in every aspect of our daily lives:

“The man (woman) who blames others has a long way to go.

The man (woman) who blames himself (herself) is halfway there.

The man (woman) who blames no one has already arrived.”

Let’s break this down...

“The man (woman) who blames others has a long way to go.”

The proverb begins in the most contentious spirit, which is the need for an individual to seek out someone to place blame upon for a particular situation. This tends to happen when an individual is not at peace personally.

They want to bring someone down so they can feel like they are being lifted up.

They want someone to feel bad because they feel bad themselves and want others to feel their misery.

They want someone see them as a better human by making someone else look less favorable to others.

Deep wounds from younger years will lead to this behavior and misplaced energy. Do your best to have empathy for others by helping them become comfortable with avoiding the “blame game.” This is not an easy task, yet is worth the effort if you can get someone to release their desire to find the fault in others.

“The man (woman) who blames himself (herself) is halfway there.”

An obvious example of someone who will take the blame for all things, while avoiding placing blame on others, tends to be a “people pleaser.”

They do not want to upset another person.

They want to avoid confrontation.

They want to “keep the peace.”

However, there is a problem with being the one who always accepts the blame: it will wear you down. It will erode you to the point that you become a lesser version of yourself because you are subconsciously (or consciously in extreme cases) devaluing yourself and your contributions to life. Despite the good intentions, this is not good for anyone.

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For those of you who connect with this stage of the journey, give yourself the same grace you are extending to others. Blaming yourself is not helping the situation or making it easier. In fact, you are enabling similar behaviors to occur in the future by releasing others of responsibility.

Be kind to yourself.

It's not about the "who" in a situation.

It's about "what will we do next?"

Your future peace hinges on your next actions, not by being the martyr and taking the blame to look like a "hero." You can be a HERO by making everyone feel comfortable and confident in "fixing" a situation regardless of blame.

"The man (woman) who blames no one has already arrived."

I prefer to live in the state of "no blame" by accepting what is and deciding what to do with a particular situation to obtain a better future outcome.

This state of mind is in direct correlation with agape love...I want the best for all.

A situation has occurred, now I want the best for all...I want the best future outcome.

What can we do together to make that happen?

In most situations in life, each person in a given scenario contributes towards whatever has occurred. Rarely is it 100% the "fault" of another person.

Of course, there are extreme examples where 100% blame can be placed, but please do not get caught up in the outliers and stay with me for the everyday situations that arise in life.

By releasing the energy and effort to place blame, we can focus on altering the course of the future...we can focus on repairing the damage of a mistake.

By staying focused on what we can do to impact our future efforts, we are creating a state of mind that has more clarity instead of the fogginess of trying to get someone else "into trouble" to avoid any negative attention on yourself.

I encourage you to reflect on a recent moment in life where you found yourself in a situation where you were extending effort to place blame.

If you released the effort to place blame and invested that same energy towards a positive future outcome, how would the situation change?

How would the atmosphere be different if conversations simply hinged upon changing course rather than tearing someone down for their faults?

I encourage every team to create a sign with this powerful proverb and place it somewhere every team member can see it throughout the day.

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Let it be a reminder to be a force for good rather than a force of destruction.

You have two paths...

"Team, who did it?...who is at fault?"

Or...

"Team, here is where we find ourselves, how can we create a more welcomed outcome?"

Which energy do you want to extend when you find yourself in an unwelcome outcome in life?

Will you choose to cast a shadow upon someone?

Or...

Will you choose to shine a light on the possibility of a brighter future?

Choose wisely!

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Indispensable

I am feeling a bit nostalgic of late, so I decided to go back to one of my favorite, tried and true books where the message is all about YOU. It was the book, written by Seth Godin, that inspired my first presentation I regularly gave at the DST live training events in Nashville.

"Linchpin: Are You Indispensable?"

The definition of Indispensable is simple: absolutely necessary.

Without going any further, do you believe you are "absolutely necessary" in your current role with your team?

This is a powerful question to ask yourself, as it will give you the basis to begin exploring whether your mindset (desire to choose goodness) is in alignment with the mission you chose to participate in...helping patients make smart decisions in their pursuit to obtain optimal health.

DST and Godin come together, unofficially, to be the encouragement for you to make the profound and worthy choice to be an indispensable force for good.

The entire premise of Godin's book is to challenge you to making the choice to become a highly-valued member of a team who is trying to create extraordinary work product: in your case, to provide a concierge-style experience in the dental industry.

I chose to give out this book long ago because it was a wonderful supporting piece of literature that is in alignment with what we preach at DST.

My single most significant goal is to help YOU become the best version of yourself so you utilize the gift God has given to a degree you never thought possible.

The results of your choice to focus on becoming an indispensable team member means you will, ultimately without realizing it, shine your light brightly upon those you interact with on a daily basis.

It is a choice to be extraordinary. This is why I choose to end each of my writings with, *"Today...Choose to Be Extraordinary."* We have to choose EVERY DAY, as we cannot leave it to chance and hope we are performing our best. We must CHOOSE to give our best from the moment we wake, until the moment we fall asleep.

Godin sets the stage for his plea to choose with the following introduction...

"The world has changed (again) and the stakes are higher than ever. Now we're facing a full-fledged revolution...a hyper competitive world involving art and gifts and fear and the ability for you (for anyone) to make an indispensable contribution to something you care about. If you're not indispensable (yet) it's because you haven't made that choice. My goal is to help you see that the choice is yours."

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I appreciate the mission Godin chose to help encourage people to be their best because of a CHOICE. Most specifically, to make sure you know you can choose your path, as it has not been predetermined for you.

What choice did you make today?

Did you give the best you could today...for your patients, team, friends, and family...for YOURSELF?

Did your light shine brightly or did you cast a shadow onto others?

Whether there is a question above you connect with or if you come up with one of your own, the point is to give yourself a point of reference to make certain you are vitally engaged in your commitment to all things in life.

It begins and ends with you...what path will you choose?

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